

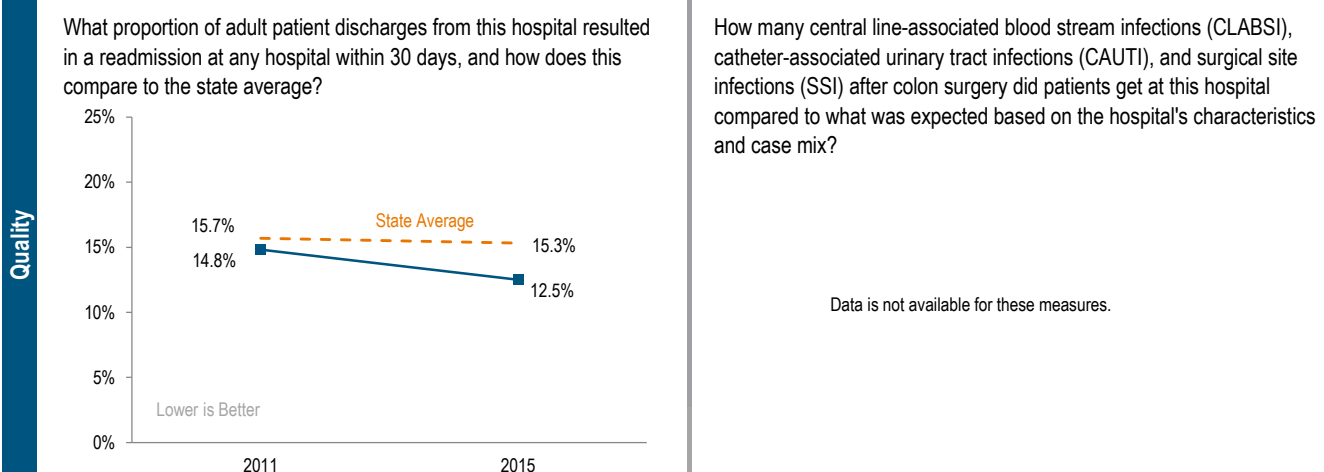
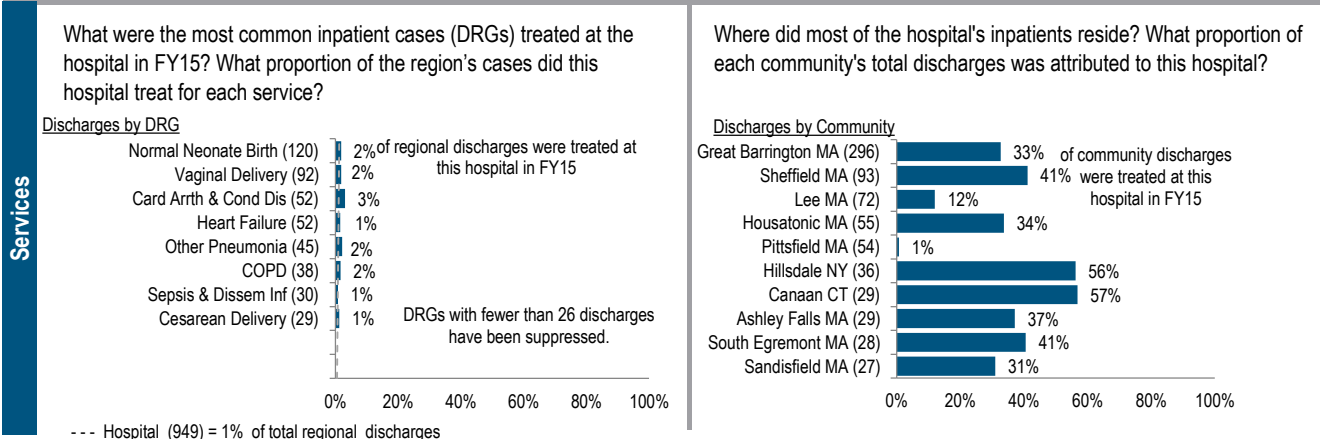
# FAIRVIEW HOSPITAL

## 2015 Hospital Profile

Great Barrington, MA  
Community, High Public Payer  
Western Massachusetts

Fairview Hospital is a small, nonprofit community-High Public Payer (HPP) hospital located in the Western Massachusetts region. It is a member of Berkshire Health Systems. Fairview Hospital is designated by the Centers for Medicare & Medicaid Services (CMS) as one of three Critical Access Hospitals (CAH) in Massachusetts. It earned a profit each year from FY11 to FY15, with a total margin of 10.2% in FY15, compared with a median total margin of 5.4% in its peer cohort. Over the five year period, Fairview Hospital has consistently had both total margins and operating margins that have been higher than its peer cohort medians.

At a Glance	<b>Overview / Size</b>	
	Hospital System Affiliation:	Berkshire Health Systems
	Change in Ownership (FY11-FY15):	Not Applicable
	Total Staffed Beds:	28, among the smallest acute hospitals
	% Occupancy:	33.4%, lowest in cohort (avg. 65%)
	Special Public Funding:	ICB <sup>9</sup>
	Trauma Center Designation:	Not Applicable
	Case Mix Index:	0.62, < cohort avg. (0.87); < statewide (1.00)
	<b>Financial</b>	
	Inpatient NPSR per CMAD:	\$21,160
	Change FY14-FY15:	-11.1%
	Inpatient:Outpatient Revenue in FY15:	18%:82%
	Outpatient Revenue in FY15:	\$35,075,109
	Change FY14-FY15:	7.2%
	Total Revenue in FY15:	\$51,007,536
	Total Surplus (Loss) in FY15:	\$5,197,768
	<b>Payer Mix</b>	
	Public Payer Mix:	65.9% (HPP* Hospital)
	CY15 Commercial Relative Price:	1.32
	Top 3 Commercial Payers:	Blue Cross Blue Shield of MA Health New England Aetna Health
	<b>Utilization</b>	
	Inpatient Discharges in FY15:	949
	Change FY14-FY15:	4.5%
	Emergency Department Visits in FY15:	11,447
	Change FY14-FY15:	-4.8%
	Outpatient Visits in FY15:	20,400
	Change FY14-FY15:	-16.9%
	<b>Quality</b>	
	Readmission Rate in FY15:	12.5%
	Change FY11-FY15 (percentage points):	-2.3%
	Early Elective Deliveries Rate (Jan 2015-Jun 2016):	0.0%



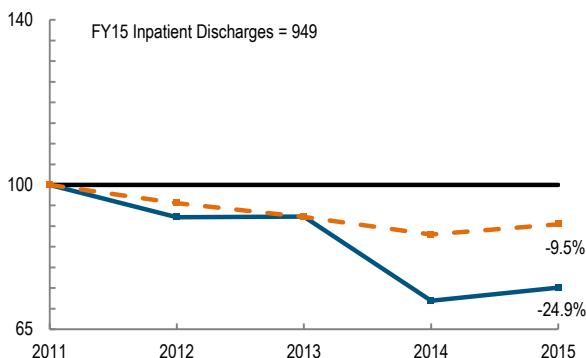
For descriptions of the metrics, please see the technical appendix.

## 2015 HOSPITAL PROFILE: FAIRVIEW HOSPITAL

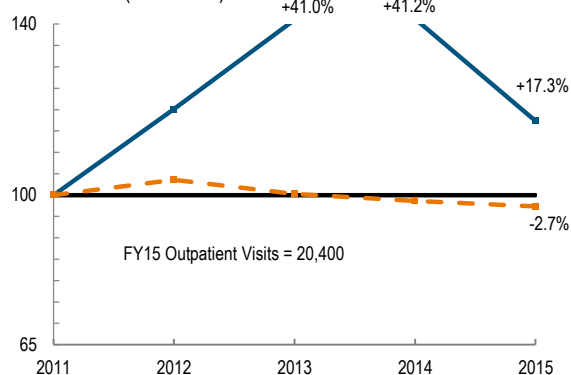
Cohort: Community, High Public Payer

### Utilization

How has the volume of the hospital's inpatient discharges changed compared to FY11, and how does this compare to the hospital's peer cohort median? (FY11=100)

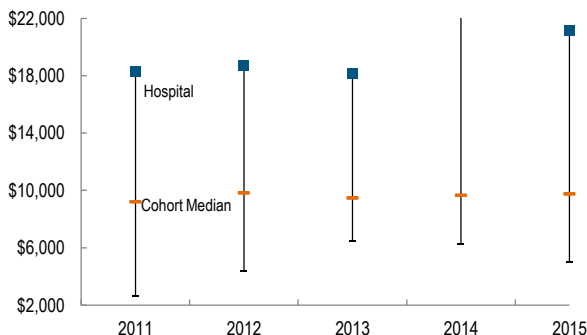


How has the volume of the hospital's outpatient visits changed compared to FY11, and how does this compare to the hospital's peer cohort median? (FY11=100)

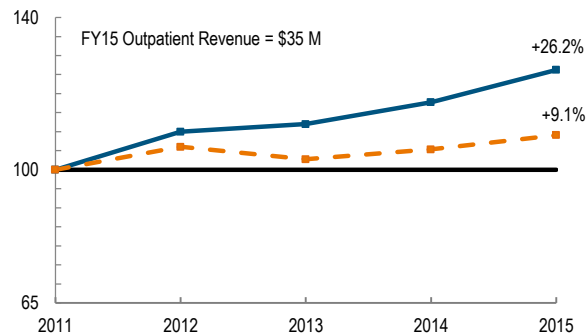


### Patient Revenue Trends

What was the hospital's net inpatient service revenue per case mix adjusted discharge between FY11 and FY15, and how does this compare to the hospital's peer cohort median?



How has the hospital's total outpatient revenue changed compared to FY11, and how does this compare to the hospital's peer cohort median? (FY11=100)



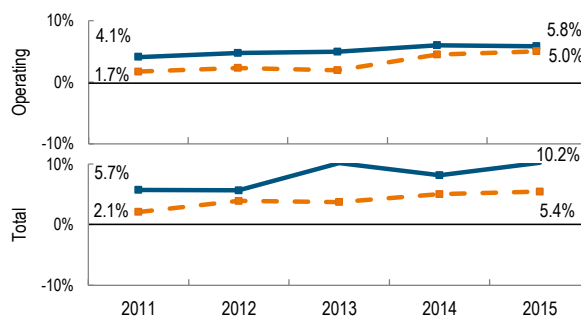
### Financial Performance

How have the hospital's total revenue and costs changed between FY11 and FY15?

#### Revenue, Cost, & Profit/Loss (in millions)

FY	2011	2012	2013	2014	2015
Operating Revenue	\$ 43	\$ 46	\$ 45	\$ 47	\$ 49
Non-Operating Revenue	\$ 1	\$ 0	\$ 2	\$ 1	\$ 2
Total Revenue	\$ 43	\$ 46	\$ 48	\$ 48	\$ 51
Total Costs	\$ 41	\$ 43	\$ 43	\$ 44	\$ 46
Total Profit (Loss)	\$ 2.5	\$ 2.6	\$ 4.8	\$ 3.9	\$ 5.2

What were the hospital's total margin and operating margins between FY11 and FY15, and how do these compare to the hospital's peer cohort medians?



For descriptions of the metrics, please see the technical appendix.

<sup>9</sup> For more information on Infrastructure and Capacity Building (ICB) special funding, please contact the Massachusetts Executive Office of Health and Human Services (EOHHS).

\* High Public Payer Hospitals (HPP) receive a minimum of 63% of gross patient service revenue from public payers.